



MECO

FLORENCE

Fuels Systems Specialist

Meco Florence has a deep-rooted family history and one that was founded on values that still exist today. Their devotion to their employees and customers has made them one of the most successful businesses in the industry.

It all started back in 1964, when Matt Matthews and Rentz Woodruff started the company with one employee, Jack Brantley. Jack served as General Manager and today he along with his two sons, Chris & Tim Brantley still work there.

The strong family values continue with Taylor Woodruff, who is the son of Rentz Woodruff, and serves as President.

Taylor remembers fondly when he was six years old, his father allowing him to go on his sales calls. After they finished their meetings, they found a small hotel in Hartsville located on the lake and went fishing.

Now fast forward to his college years, Taylor knew he wanted to follow in his father's footsteps and become a salesman. During his Summers, he went from busting concrete to working at the Belk Department store. After he graduated from the University of Georgia, he took a sales job at Lincoln Industrial Corporation in St. Louis, Missouri, a manufacturer of automated lubrication systems and industrial pumping systems. His territory was from Nashville, TN to North Alabama. Shortly thereafter, he felt something was missing, so he called his dad and asked if he could come work for him. Taylor has been there since 1978 (43 years!) and has never looked back. Now, that says it all!

Some challenges Taylor's has faced over the years is seeing oil jobbers and their companies going out of business or merging with other companies. Learning to shift as those changes were taking place has allowed them to gain new customers.

When asked what he likes best about his company, Taylor said he enjoys the relationships with his employees, customers, and suppliers; that is what it is all about. Some of his employees have been working at Meco of Florence for over 15 years. He also has customers that have been with him so long they are like family to him.

Taylor's core value and expectation for everyone at Meco is summed up in this statement, "We are committed to strong, value-driven relationships that are mutually beneficial to our employees, customers, supplies, and Meco."

His philosophy is "Get it done right." This is a unique industry. When you come into this industry, you will stay in this industry. You may not spend your career at the same place, but you will remain in the industry. Meco of Florence is about relationships first, and whether you are a customer, an employee, or a supplier, it is about the folks in this industry that motivate him.

Over the years, Taylor has enjoyed the annual conventions, but the event he enjoys the most is the trade show. He loves seeing everyone from NC & SC and catching up with old friends is a special treat.

When he is not working, Taylor enjoys hunting, fishing, and college football. Especially his Georgia Bulldogs!

When asked what advice he would give his younger self or others, Taylor said it's simple really - treat others like you want to be treated. Always do the right thing. Think about how you would want to be treated in a situation and then treat others that same way.

Taylor does not just say what he values, he shows it by his actions. Meco Florence has been a long-term member of SCCPMA. For over 35 years, Meco Florence has supported the Association by advertising, sponsoring, and attending many events. We appreciate and value his commitment, not only to his customers, but to this Association.